

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 NEA-14 ISO-00 CAB-09 CIAE-00 COME-00

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FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC PRIORITY 8573

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

FAA BRUSSELS

AMEMBASSY TEHRAN

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DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

E.O. 11652: N/A

TAGS: ETRN, LE

SUBJECT: CIVAIR - MIDDLE EAST AIRLINES REEQUIPMENT

REF: BEIRUT 6568

SUMMARY: MEA SIGNED LETTER-OF-INTENT JUNE 21 FOR
THREE NEW BOEING 747-200B'S VALUED AT APPROXIMATELY
\$122 MILLION. US TRANSPORT AIRCRAFT SALES REGION NOW
TOTAL \$300 MILLION YEAR-TO-DATE WITH POSSIBILITY REACHING
\$500-\$600 MILLION BY YEAR-END. END SUMMARY

1. MEA SIGNED LETTER-OF-INTENT FOR THREE NEW BOEING
747-200B AIRCRAFT FOR DELIVERY MAY, JULY, SEPT., 1975, VALUED
AT APPROXIMATELY \$122 MILLION, INCLUDING SPARES AND TRAINING,
IN LONDON EVENING JUNE 21. AIRCRAFT WILL BE POWERED BY UPRATED
PRATT & WHITNEY JT9D-7FW ENGINES (48,000 POUNDS THRUST DRY,
50,000 POUNDS THRUST WET), ENHANCING TAKEOFF PERFORMANCE
UNDER HIGH TEMPERATURE CONDITIONS FROM MIDDLE EASTERN
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AIRPORTS ON MAXIMUM PAYLOAD/STAGE LENGTH ROUTE SECTORS

(I.E., BEIRUT-NEW YORK). AIRCRAFT WILL ALSO BE EQUIPPED WITH REAR MAIN-DECK CARGO DOOR TO ENHANCE TRAFFIC FLEXIBILITY, PARTICULARLY DURING LOW-SEASONS.

2. FINANCING SCENARIO ENVISAGED BY MEA PROBABLY WILL INCLUDE US EXPORT-IMPORT BANK AND CREDIT LYONNAIS/UNION DU BANQUES ARABE ET FRANCIESE (UBAF). RCAA UNDERSTANDS LETTER-OF-INTENT ALSO INCLUDES TWO OPTIONED 747-200B'S FOR DELIVERY SPING 1977. FURTHER TWO OPTIONS PREVIOUSLY MENTIONED COVERING TWO AIRCRAFT FOR DELIVERY SPRING 1976 NOT INCLUDED IN LETTER-OF-INTENT.

3. IN VIEW SIZE OF 747-200B (373 SEATS - 36 FIRST-CLASS PLUS 337 ECONOMY-CLASS), RCAA BELIEVES THAT MEA WILL PROBABLY NEED A SMALLER AIRCRAFT IN THE CATEGORY OF THE DC-10 TWIN (IF BUILT), A-300B, OR PROJECTED BOEING 727-300 TO MEET SPECIALIZED SHORTER-RANGE SECTORS ON AIRLINE'S SYSTEM FROM 1977 ONWARD AS REPLACEMENT FOR PRESENT 16-AIRCRAFT 720-023B/047B BLEET.

4. INCLUDING SALES TO ALIA ROYAL JORDANIAN, SAUDIA, LIBYAN ARAB, IRAN AIR, PIA AND TMA (ORDER FOR ONE USED BOEING 707-323C BY TMA FROM AMERICAN AIRLINES EARLY MAY VALUED AT \$6.25 MILLION AND PREVIOUSLY UNANNOUNCED), US TRANSPORT AIRCRAFT SALES 1974 TO-DATE TOTAL \$300 MILLION WITH STRONG POSSIBILITY YEAR-END TOTAL WILL REACH SOMEWHERE BETWEEN \$500-\$600 MILLION.
GODLEY

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